

Message Text

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ACTION COME-00

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FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 9086

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E.O. 116)7:(8GDS

TAGS: ETRD, BGEN, RO

SUBJECT: CUMMINS ENGINE PROJECT -- ROMANIA

REF: STATE 130042

1. I AM CONVEYING CUMMINS' RESPONSE BY LETTER TODAY TO PATAN AND PUNGAN, STRESSING THAT CUMMINS BELIEVES THE TIME FOR NEGOTIATION IS OVER AND IS URGENTLY AWAITING A REPLY TO THEIR FINAL OFFER, WHETHER POSITIVE OR NEGATIVE. I BELIEVE HANDLING THE QUESTION IN WRITING WITH THEM AT THIS STAGE WILL BE MORE EFFECTIVE, GIVEN THE NATURE OF THE CUMMINS POSITION.

2. I DID HOWEVER TAKE THE OPPORTUNITY YESTERDAY OF A CALL ON

DEPUTY MINISTER OF FOREIGN TRADE ION FLORESCU (TO ACCOMPANY PETER UEMARIC OF COMMERCE), SCHEDULED BEFORE THE RECEIPT OF CUMMINS' REPLY, TO PASS ON THE SAME MESSAGE ORALLY IN ADVANCE AND WE WILL DO THE SAME WITH BARBULESCU TODAY. FLORESCU'S INITIAL REACTION WAS RELATIVELY MUTED. HE FIRST COMMENTED THAT ROMANIAN CALCULATIONS SHOWED THE UNDERTAKING, IF ENTERED UPON UNDER THE TERMS STIPULATED BY CUMMINS, WOULD BE "INEFFICIENT" FROM THE ROMANIAN POINT OF VIEW AND COULD EVEN IN CERTAIN CIRCUMSTANCES RESULT IN A LOSS TO THE ROMANIAN SIDE. HE RETURNED TO THE SUBJECT LATER IN WHAT TURNED OUT TO BE A TWO-HOUR MEETING, HOWEVER, IN A WAY THAT WOULD INDICATE HE HAS BY NO MEANS TOTALLY WRITTEN THE PROJECT OFF. HIS LATER REMARKS FOCUSED ALMOST ENTIRELY ON THE QUESTION OF THE 35 PERCENT RESALE

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DISCOUNT, PRICE

OF COMPONENTS, AND SIMILAR COMMERCIAL ASPECTS.

HIS COMMENTS ON THE ACQUIITTION BY ROMANIA OF TECHNOLOGY FOR
MANUFACTURING THE FUEL INJECTION SYSTEM AND TURBOCHARGER INDICATED
THAT HE, FOR ONE, IS WILLING TO WAIT UNTIL LATER IN THE PROJECT'S
LIFE SPAN TO ACQUIRE THE NECESSARY TECHNOLOGY.

WE WILL OF COURSE PASS ON THE OFFICIAL ROMANIAN RESPONSE AS
SOON AS IT IS RECEIVED.
BARNES

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